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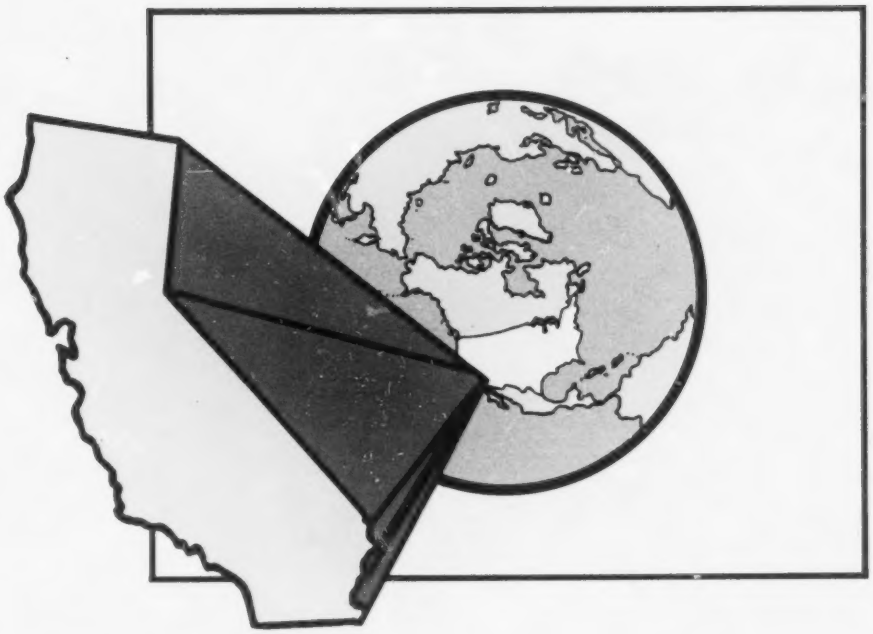
California Agricultural Exports



Annual Bulletin

1986

California Agricultural Exports

STATE OF CALIFORNIA

George Deukmejian
Governor

CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE

Jack C. Parnell
Director

Jed A. Adams
Assistant Director
Division of Marketing Services

Jim Tippett
Chief
Agricultural Statistics Branch

Project Coordinator
Ray Borton
Senior Agricultural Economist
Agricultural Statistics Branch

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Calendar Year 1986
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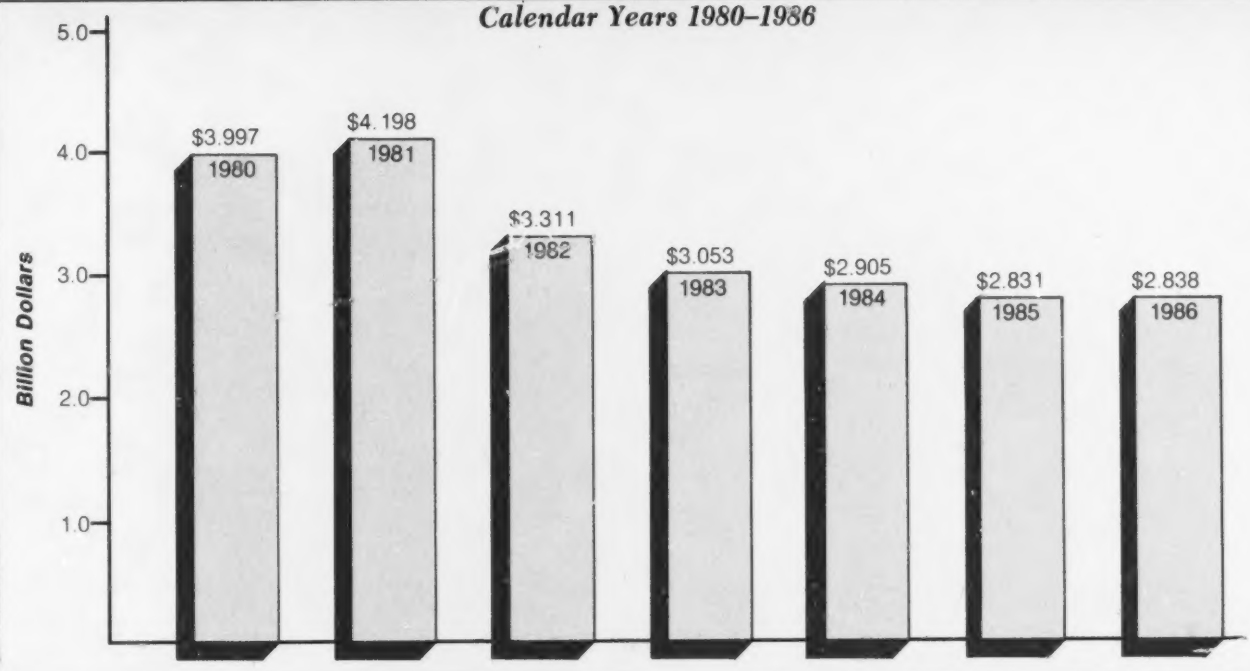
This 1986 estimate of California's agricultural exports is being published in two sections which are available separately:

- The **Annual Bulletin** contains tables of California's international trade by commodity.
- The **Statistical Appendix** contains tables of commodity shipments by country of destination and tables showing all agricultural commodities shipped to selected countries.

California's Agricultural Exports

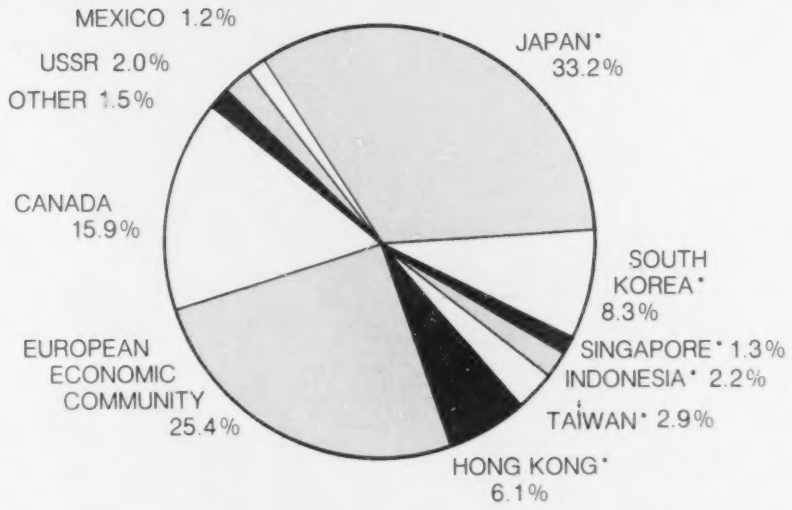
Calendar Years 1980–1986



Source: California Department of Food and Agriculture

California's Agricultural Export Markets, Value Basis

Calendar Year 1986



* *PACIFIC RIM COUNTRIES = 54%*

Highlights of California's Agricultural Exports Calendar Year 1986

Table 1 Highlights

- Exports in 1986 equaled 1985 displaying a real bottoming of the decline that began in 1982.
- Many commodities showed increases, especially among the fruits, nuts and vegetables. The total was unchanged due to losses in cotton, wheat and rice.
- The turnaround is a result of many factors, including: the decline of the dollar that made our exports more affordable, increased promotional efforts at the State and National level and changes in competition for the world market.
- Large increases brought vegetable seeds, honeydew melons, asparagus and garlic into the list of leading exports.
- California's two leading agricultural exports, cotton and almonds, are nearly equal for the first time.
- More than 50% increases in exports between 1985 and 1986 were recorded by four commodities: alfalfa, strawberries, garlic and potatoes.
- Losses of 50% or more were recorded by wheat and rice exports between 1985 and 1986.

Information Sources

The following is a list of major sources used in this report.

U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division data series EA622, U.S. Exports, Schedule B Schedule by Schedule B Number by Unit Control by Country of Destination by Customs District of Exportation by Economic Class and Method of Transportation, available on magnetic computer tape.

U.S. Department of Agriculture, **Agricultural Statistics, 1986.**

U.S. Department of Agriculture, Economic Research Service, **Foreign Agricultural Trade of the United States, 1986.**

Agriculture Canada. **Annual Unload Report—Fresh Fruits and Vegetables on 12 Canadian Markets.**

U.S. Department of Agriculture publications: **Foreign Agriculture, Foreign Agriculture Circulars, Outlook for U.S. Agricultural Exports, Agricultural Outlook,** and periodic releases of the Agricultural Statistics Board.

Federal/State Market News Service Publications. Frequent market reports sometimes include exported commodities.

Marketing Organizations and Individuals. Many people supplied opinions and information about the commodities with which they are professionally involved. We wish to thank all those who contributed their expertise.

Farm values and quantities used to compare exports to the total crop were taken from existing publications of the California Agricultural Statistics Service and the U.S. Department of Agriculture's National Agricultural Statistics Service published material. Conversion of commodities from export form to farm production units was done using **Statistical Bulletin No. 616, Conversion Factors and Weights and Measures for Agricultural Commodities and Their Products.** Table 5 comparisons between California and U.S. total exports are done solely on export values.

The final estimates of California's agricultural exports in this bulletin were made using the port data, information from the Canadian government on unloads of fresh fruits and vegetables, and by contacting representatives of commodity groups, exporters, and handlers to obtain their opinions. Each commodity was treated separately and the estimate was made on the best available information. It should be emphasized that these are estimates since exact data are not available.

List of Abbreviations

Bu.	Bushel	Excl.	Excluding	S/S	Single Strength Gallon
Cond.	Condensed	N/A	Not Available	Gal.	Gallon
Cwt.	Hundred weight 100 Lbs.	NEC	Not Elsewhere Classified	Incl.	Including
Doz.	Dozen	No.	Number	Lb.	Pound
EEC	European Economic Community	N.S.P.F.	Not Specifically Provided For	Lbs.	Pounds
Etc.	And So Forth	Pc.	Piece	S/Ton	Short Ton 2,000 Lbs.
Evap.	Evaporated	Rba.	Running Bales 480 Lbs. Net	Stn.	Short Ton 2,000 Lbs.
Ex.	Except	Spec.	Specified	W/Gal.	Wine Gallon
				W/O	Without

Table 1

Estimated Value of California's Leading Agricultural Exports Valued at Port of Exportation, Calendar Years 1985 and 1986 with Percentage Change

Commodity	Commodity Ranking		Value		Value Change	
	1986	1985	1986	1985	1985–86	1984–85
			1,000 Dollars		Percent	
Cotton Lint	1	1	433,448	617,523	−30	−1
Almonds	2	2	420,328	400,064	+5	+27
Grapes	3	4	245,530	195,149	+26	0
Oranges	4	3	197,200	208,253	−5	−4
Beef	5	6	100,614	95,064	+6	−5
Walnuts	6	7	94,924	79,512	+19	+19
Alfalfa	7	11	82,830	53,775	+54	+52
Lemons	8	10	78,335	53,781	+46	−39
Prunes	9	9	72,909	64,389	+13	+1
Strawberries	10	13	55,445	35,975	+54	+21
Rice	11	5	54,854	109,186	−50	+19
Vegetable Seeds	12	N/A	47,492	N/A	N/A	N/A
Peaches	13	12	45,727	38,526	+19	−9
Tomatoes	14	15	36,037	32,393	+11	−12
Lettuce	15	16	35,632	31,803	+12	−21
Grapefruit	16	19	29,385	27,729	+6	+203
Flowers & Nursery	17	20	29,005	25,734	+13	−23
Onions	18	18	28,487	28,726	−1	−36
Dry Beans	19	21	26,516	24,420	+9	−4
Wheat	20	8	24,385	79,283	−69	−31
Dairy	21	14	24,285	32,994	−26	−22
Plums	22	22	23,833	23,552	+1	+5
Broccoli	23	25	23,245	18,692	+24	−4
Cottonseed	24	17	22,531	30,866	−27	−38
Garlic	25	34	22,477	6,500	+246	n/a
Celery	26	24	22,039	20,777	+6	−16
Chickens & Eggs	27	27	20,929	16,647	+26	+11
Safflower	29	23	18,668	21,868	−15	−9
Melons (Honeydew)	29	N/A	17,709	N/A	N/A	N/A
Asparagus	30	33	15,568	6,848	+7	−17
Cauliflower	31	28	15,450	13,338	+16	−17
Potatoes	32	29	15,164	9,596	+58	−25
Remaining Estimated Commodities (See Table 5)			94,161	80,000		
All Other Commodities (See Table 8)			363,341	348,975		
TOTAL			2,838,483	2,831,398	0	−3

Table 2 Highlights

California's Agricultural Export Profile, 1986

Emphasizes the importance of international trade to California's ranchers and growers

- Each commodity's exports are valued at the farm level and compared to estimates of State production.
- The percentage going into international trade ranges from less than 1% of the barley growing in California to 71% of the almonds.
- Prunes and almonds are the only California agricultural products with over one-half being exported in 1986.
- Declines in the portion of the crop exported were evident among the field crops, especially rice, wheat and cotton.
- In 17 crops, California produces more than 90% of the U.S. exports.
- California leads the Nation in agricultural exports as well as in total agricultural production.
- The Golden State's part of the National agricultural export total rose nearly one percent to 10.9 in 1986. This shows California's exports are increasing relative to other states whose exports decreased in 1986.
- California produced its 1986 agricultural exports on 11% fewer acres than 1985. A shift from extensive crops (rice, wheat and cotton) to intensive high value crops (almonds, grapes, oranges, lemons, prunes, strawberries) makes this reduction possible.
- The 1.6 million acres used to produce exports represents 19.7 percent of the acreage harvested when estimated using State average yields. This calculation does not make allowances for land used to produce feed for livestock and livestock products that are exported.

California's leading exports

Cotton Exports of cotton declined 30% in value between 1985 and 1986. Although this is a drastic drop it was not as dramatic as the National decline of 50%. This illustrates again that the demand for California's longer-staple, high quality cotton exceeds other types. All exports slowed to a virtual halt during the first half of 1986 in anticipation of the launching of the export subsidy program that began August 1, 1986. Increased sales have carried over into early 1987, but remain dependent on the federal program to keep our exports competitive with the world cotton market.

Almonds With an almond crop cut in half by rains during pollination; the industry was in a tight supply situation. Export markets were maintained amid price escalating competition for the available supply. The net result was a 5% increase in value even though 15% fewer almonds were sold abroad. The U.S.S.R. purchased only half the volume it had taken in 1985, accounting for much of the volume reduction.

Grapes A 26% increase in value of grapes and grape products sold abroad pushed grapes into third rank among California's agricultural exports. Wine sales increased 36% as a result of the dollar's devaluation and a modification of some trade barriers. Fresh grapes increased 34% in value exported and raisins posted a 20% gain.

Oranges Exports of oranges remained virtually unchanged in volume with a 1% decline being recorded. Value declined 5% over the same period. California's share of the U.S. exports remained high at 89%. The proportion of the California crop being exported remains unchanged at 23%, a fact that reflects the stability the industry has achieved in recent years.

Beef Moving into fifth place among exports is the result of a modest gain of 6% in value of beef and beef products sold overseas and of the dramatic losses of rice (−50%) and wheat (−69%), the commodities that have traditionally been among California's leading exports. Witnin the array of beef products the gains were largely in the fresh and frozen meat categories with some declines being observed in hides and tallow.

Table 2

California's Agricultural Export Profile, 1986

Commodity	*Farm Value of Exports Compared to Total Production Value*	*CA Export Value Compared To U.S. Export Value at Port of Embarcation*	*Acres Needed To Produce California Exports (Average Yields)*
	Percentage		*Acres*
Field Crops			
Alfalfa Seed	29.4	49.4	21,376
Alfalfa Hay	4.7	46.9	78,939
Barley	0.7	1.0	3,870
Cotton Lint	45.4	58.9	605,652
Cottonseed	13.4	23.5	
Dry Beans	31.3	58.9	66,108
Rice	34.5	13.0	92,370
Safflower	43.1	86.2	38,929
Wheat	7.8	0.7	42,320
Fruits and Nuts			
Almonds	71.0	100.0	345,200
Apricots	27.4	96.9	6,309
Avocados	5.5	88.3	3,580
Dates	10.3	100.0	880
Figs	5.4	100.0	994
Grapes			
Fresh	27.4	95.7	16,938
Raisins	14.8	100.0	43,156
Crushed and Canned	2.1	77.0	9,106
Grapefruit	33.4	22.0	5,080
Kiwifruit	37.6	100.0	1,741
Lemons	35.4	83.0	11,284
Olives	1.3	100.0	443
Oranges	23.1	89.0	32,605
Peaches			
Freestone	8.6	*	3,473
Clingstone	4.8	100.0	1,722
Pears	6.0	38.8	1,239
Pistachios	23.1	100.0	1,335
Plums	19.5	*	6,711
Prunes	60.4	100.0	43,173
Tangerines	11.5	71.0	1,005
Walnuts	32.2	100.0	57,317
Vegetables			
Asparagus	10.9	81.7	4,000
Broccoli	11.9	96.5	9,328
Carrots	4.9	92.3	2,943
Cauliflower	10.9	91.0	5,237
Celery	8.6	88.5	2,263
Garlic	28.5	99.2	3,670
Lettuce	6.9	75.7	9,793
Onions	6.1	57.2	1,889
Bell Peppers	4.9	28.4	593
Potatoes	4.9	42.0	2,301
Strawberries	7.5	93.5	1,060
Tomatoes			
Fresh	7.8	26.9	2,129
Processing	1.4	85.0	2,764
Honeydew Melons	18.5	83.7	3,520

Table 2 (cont'd)

California's Agricultural Export Profile, 1986

Commodity	*Farm Value of Exports Compared to Total Production Value*	*CA Export Value Compared To U.S. Export Value at Port of Embarcation*	*Acres Needed To Produce California Exports (Average Yields)*
	Percentage		*Acres*
Nursery Products			
Flowers and Plants	2.2	40.9	—
Vegetable Seeds	N/A	42.8	31,546
Livestock and Poultry			
Beef Cattle and Products	2.1	3.9	
Dairy Products	1.6	6.3	
Sheep	4.2	11.5	
Chickens and Eggs	4.4	5.3	
Turkeys	1.2	25.2	
TOTAL, ALL CATEGORIES			1,625,891

* *Not calculated, see Table 5.*

Table 3 Highlights

Comparison of California's Agricultural Production with Estimated Exports

- The farmgate value of exports is shown in Table 3 and is compared to total State production as estimated by the California Agricultural Statistics Service or the Summary of California County Agricultural Commissioners' Reports. This comparison is made using quantities exported based on State average prices and varies significantly from the value declared at the port of embarcation used in Table 1. In some products, the high quality selection process and special packing required for overseas markets augments the value considerably.
- A comparison of California to U.S. exports is computed on the same basis: valuing exported quantities at National average farmgate prices.
- Calendar year export data do not coincide with the varying harvest periods and marketing years of California's diverse production. In noted cases, the comparison of exports to production is made with the previous calendar year's crop since considerable delay is encountered in shipping products harvested late in the year.

Field Crops

- Cotton exports declined 30% in 1986 making it just barely the leading exported agricultural commodity in 1986. Only about one-half of the cotton produced in California was exported in 1986, a severe decline from two-thirds in 1985 and the three-fourths to four-fifths that were recorded in the early 1980's.
- California cotton increased its share of the total U.S. cotton export value to 59% from 41% in 1985. The continued demand for California's high quality, longer-staple cotton is shown in these changes even when world cotton prices made most U.S. cotton uncompetitive.
- While U.S. rice exports for 1986 remained unchanged, California's exports declined 50%. Trade barriers in Japan and Korea have prevented California's short to medium length grain rice from being exported to the markets most likely to demand this type of rice.
- Wheat sales abroad declined again with U.S. sales down 16% and California sales down 70%. Even with Federal government supports there were difficulties in moving wheat out of traditional northern California outlets. No ships were loaded with wheat at Sacramento and Stockton during 1986. Several factors contributed to this situation including the requirements for transport of concessional sales on American ships. U.S. shipping lines are increasingly unable to provide the size of ship required by these ports and schedule the right size of ship at the place and time required.
- Dry beans retained their markets with modest gains that took one-third of California's production into foreign sales.

Fruit and Nut Crops

- Almond export tonnage dropped 15% but higher prices increased the total value by 5%. This value nearly equaled the previous record established in 1980 and was nearly equal to the value of cotton, traditionally California's leading agricultural export.
- Walnuts posted a 19% gain to continue their steady rise since 1983 and achieve a new record export value.
- Avocados increased 84% in value exported with strong increases in sales to Japan leading the way and a substantial increase in prices that boosted the value much more than the volume.
- Dates and figs both doubled in quantity exported reflecting the gains made possible by the dollar devaluation.
- Kiwifruit sales abroad remained constant in quantity but dropped 18% in value due to lower prices. Increased competition is making gains in this fast growing product more difficult.
- Prunes registered a 13% gain in value putting them at the highest level ever, surpassing their 1981 peak year.
- Pistachios gained 26% in export value showing the results of increased availability and promotion programs.

Vegetables, Flowers, and Berries

- Strawberries made another notable gain, this year adding 54% on what was already the highest value of this product group. This now places them just within the top ten agricultural exports from California.
- Garlic made a spectacular 246% gain between 1985 and 1986 exports. This reflects a return to normal after a very low 1985 level and a 47% gain over the peak 1981 year as well. The lower valued dollar and less price competition from Mexico and Mainland China helped make this gain possible.
- Asparagus also increased dramatically with a 127% increase in value of exports recorded in 1986 when compared to 1985. All of the gains were in the fresh sales with canned asparagus contributing only 2% of the total.
- Tomato exports rose 11% with one-half of these sales being fresh market fruit.
- Nursery products and flowers increased 13% making them 17th in the ranking of California's agricultural exports.
- Two products were reported separately for the first time in this 1986 report. Formerly the honeydew melons and vegetable seeds were estimated as part of the all other category. Honeydew melons have reached $17.7 million in value largely on shipments to Japan. Vegetable seeds totaled a substantial $47.5 million when 13 categories were consolidated.

Livestock and Poultry

- The valuations assigned to dairy products donated to foreign nutrition programs from U.S. government stockpiles do not reflect their market value.
- The 6% increase in beef cattle and products is from sales of fresh and frozen beef cuts. Sales of hides and tallow decreased over the 1985 to 1986 period.
- Chicken and turkey exports both expanded in 1986 although chickens have only reached a level of one-half of their peak in 1980. The increase last year was most evident in fresh eggs and frozen and dried egg products.

Table 3

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1986

Commodity	Unit	California Total Quantity		California Farm Value		Exported Share of Production (Farmgate Value)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Field Crops							
Alfalfa Seed	Lbs.	47,970	14,108	46,051	13,544	29.4	N/A
Alfalfa Hay	S/Tons	6,695	521	663,253	53,361	4.7	1.0
Barley	Bu.	27,168	229	59,968	398	0.7	9.0
Cotton Lint [1]	Rba.	3,114	1,413	934	431	46.2	40.8
Cottonseed [2]	S/Tons	1,300	220	144,109	19,267	13.4	22.4
Dry Beans	Cwt.	3,563	1,223	79,445	27,281	34.3	11.5
Rice [1]	Cwt.	28,468	9,826	151,734	52,371	34.5	43.2
Safflower [2]	S/Tons	91	44	25,776	11,227	43.6	N/A
Wheat [2]	Bu.	51,525	3,994	144,338	11,183	7.8	52.5
Fruits and Nuts							
Almonds [2]	S/Tons	179	128	417,602	350,814	71.5	71.5
Apricots	S/Tons	50	13.7	18,501	5,065	27.4	23.0
Avocados	S/Tons	160	7.7	160,000	8,732	5.5	5.1
Dates [1]	S/Tons	29	3.4	25,114	2,585	10.3	10.3
Figs	S/Tons	34	2.1	38,000	12,082	5.4	5.4
Grapes: All Fresh	S/Tons	700	114	175,155	47,978	27.4	10.7
All Raisins [1]	S/Tons	356	186	395,920	58,788	14.8	14.8
All Processed [1]	S/Tons	2,140	61	546,780	11,409	2.1	2.1
Grapefruit—64 # Boxes	Box	8,400	2,042	59,658	19,949	33.4	36.6
Kiwifruit [1]	S/Tons	20.5	7.7	16,667	6,271	37.6	37.6
Lemons—76 # Boxes	Box	15,100	3,498	169,594	60,092	35.4	35.3
Olives [1]	S/Tons	96	1.5	53,653	720	1.3	1.3
Oranges—75 # Boxes	Box	54,800	10,238	363,920	83,952	23.1	8.7
Peaches: Freestone [3]	S/Tons	420	35	144,228	12,417	8.6	2.5
Clingstone	S/tons	467	24	85,603	4,075	4.8	4.8
Pears	S/Tons	294	10	66,922	4,011	6.0	8.0
Pistachios [1]	S/Tons	14	3.1	36,471	8,438	23.1	23.1
Plums	S/tons	152	27.9	99,857	18,341	21.4	19.5
Prunes	S/Tons	98	28	77,616	46,844	60.4	60.4
Tangerines—75 # Boxes	Box	1,800	207	21,585	2,487	11.5	11.0
Walnuts [1]	S/Tons	219	70	174,762	56,246	32.2	32.2
Vegetable Crops							
Asparagus	Cwt.	1,096	116	75,513	8,227	10.9	6.3
Broccoli	Cwt.	10,427	914	164,074	19,563	11.9	11.6
Carrots	Cwt.	12,568	621	147,713	7,254	8.0	6.0
Cauliflower	Cwt.	5,830	576	150,205	16,418	10.9	11.0
Celery	Cwt.	12,683	1,290	147,764	12,642	8.6	8.8
Garlic	Cwt.	1,775	505	45,526	11,522	28.5	N/A
Lettuce	Cwt.	42,195	2,838	485,243	32,642	6.7	6.8
Onions	Cwt.	12,839	699	106,491	6,499	6.1	13.2
Bell Peppers	Cwt.	3,255	159	51,233	2,505	4.9	N/A
Potatoes	Cwt.	18,676	916	146,287	7,188	4.9	0.7
Strawberries	Cwt.	7,878	474	385,245	27,613	7.5	5.9
Tomatoes: Fresh	Cwt.	7,938	592	180,956	13,311	7.8	7.0
Processed [2]	S/Tons	6,480	87	403,076	5,566	1.4	1.4

Table 3 (cont'd)

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1986

Commodity	Unit	California Total Quantity		California Farm Value		Exported Share of Production (Farmgate Value)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Nursery Products							
Flowers and Plants		N/A	N/A	1,338,243	29,004	2.2	N/A
Livestock and Poultry							
Beef: Cattle and Calves				1,319,211	30,368	2.3	2.8
Dairy Products				2,069,472	33,282	1.6	3.8
Sheep				59,944	2,492	4.2	4.4
Chickens				629,530	27,571	4.4	2.8
Turkeys				208,926	2,402	1.2	0.7

[1] *1986 exports compared to 1985 crop due to lag in time of sale after harvest.*
[2] *Compared to an average of the 1985 and 1986 crops.*
[3] *Includes nectarines due to joint classification number assigned at port of export.*
N/A *Not Available.*

Table 4 Highlights

Changes in Value of California Exported Commodities

1980–86

- Changes in value of California's exports of selected leading commodities and total exports over a seven-year period are shown on Table 4.
- The 1986 total value has equaled 1985. It is the turning point in a decline that began in 1982.
- The highest levels of agricultural exports were achieved in 1980 and 1981 for many commodities.
- Cotton declined in 1986 to 38% of its peak in 1980 and just barely remains as the leading export commodity.
- Almonds gained enough to return to the peak level of 1980 and almost exceed cotton.
- Grapes returned to the 1982 level of exports and show good signs of gaining steadily.
- Oranges have been the most stable export commodity over the seven year period.
- Cattle and products are at their highest level yet, slightly exceeding a record set in 1984.
- Walnuts set a new record high in 1986, nearly doubling their low point in 1983.
- Alfalfa set a new high with consistent gains over the past three years.
- Prunes set a new record by exceeding their 1982 level.
- Strawberries show the most dramatic gains over the past seven years with 1986 sales being more than four times the 1981 level.
- Losses in rice sales have brought the 1986 level to 17% of the 1980 high.
- Gains in sales of fresh peaches and tomatoes have not brought either commodity back to 1980–81 levels, when processed products were much stronger.
- Wheat export sales from California in 1986 stood at only 7.7% of the 1981 peak.
- Record high sales abroad were set by fresh products including plums, broccoli, garlic, asparagus and potatoes.

Table 5 Highlights

California's Share of the Nation's Agricultural Exports

- California's estimated agricultural exports for calendar year 1986 are presented in Table 5 on an individual item basis. U.S. total exports of each item are also shown, and the share of the Nation's exports produced in California is calculated using this data.
- California's share of the Nation's exports increased from 9.8% to 10.9% between 1985 and 1986. While U.S. exports declined, California's total remained constant and substantial increases were recorded in many specialty crops.
- While California produces about half the Nation's total fruits and nuts, 62% of the exports of these commodities come from the Golden State.
- The total U.S. export value is heavily dependent on commodities such as soybeans and tobacco that are not produced in California and on bulk feed grains such as corn, sorghum and barley that are not in surplus supply in California.
- Among the State's export crops, there are 29 where more than half of the total exported from the U.S. comes from California. Of these, ten are 100% derived from California—including almonds, dates, figs, raisins, olives, kiwifruit, pistachios, prunes, walnuts and garlic.
- To arrive at the estimates in Table 5, each selected commodity was individually studied. For some that are grown only in California, the National export data are sufficient. For others produced outside California, modifications are made using California port data and information from commodity traders and exporters. Additional information on shipments of fruits and vegetables to Canada was obtained from the Canadian government.
- Only when California grown products are not easily identifiable (hides and skins, tallow, meats, and poultry, for example) is the California share of U.S. production used. This system is also used to calculate the "all other" category using factors obtained from the Economic Research Service of the U.S. Department of Agriculture. The factors were calculated for 15 groups of commodities not listed separately in Table 5 and applied to the U.S. totals that are shown in Table 8 of the Statistical Appendix to this bulletin.

Table 4

Changes in Value of California's Exported Commodities, 1980–86

Commodity	1986	1985	1984	1983	1982	1981	1980
	000 Dollars						
Cotton Lint	433,448	617,523	624,724	858,969	897,021	989,253	1,135,559
Almonds	420,328	400,064	315,473	243,167	236,287	307,324	429,817
Grapes	245,530	195,149	195,216	212,848	245,504	260,766	230,864
Oranges	197,200	208,253	217,621	241,732	194,153	204,749	177,094
Cattle & Products	100,614	95,064	99,836	75,512	91,004	86,695	91,762
Walnuts	94,924	79,512	66,799	48,277	77,759	88,503	82,957
Alfalfa	82,830	53,775	35,372	48,179	32,188	34,162	42,276
Lemons	78,335	53,781	88,267	95,302	82,156	92,044	93,210
Prunes	72,909	64,389	63,699	66,805	71,407	71,291	64,861
Strawberries	55,445	35,975	29,818	28,676	21,228	12,953	16,374
Rice	54,854	109,186	91,811	150,618	111,091	321,440	318,808
Peaches	45,727	38,526	42,303	53,209	59,906	73,986	75,372
Tomatoes	36,037	32,393	36,637	40,076	45,169	50,648	43,782
Lettuce	35,632	31,803	40,266	37,215	39,379	36,709	29,740
Grapefruit	29,385	27,729	9,149	16,982	17,457	18,361	17,821
Flowers and Plants	29,005	25,734	33,353	17,449	14,907	16,081	13,052
Onions	28,487	28,726	44,811	28,754	29,754	42,448	28,497
Dry Beans	26,516	24,420	25,313	19,878	36,034	45,674	42,093
Wheat	24,385	79,283	115,491	72,908	218,242	315,844	283,145
Dairy Cattle and Products	24,285	32,994	42,418	46,388	37,986	38,905	42,277
Plums	23,833	23,552	22,534	11,924	13,181	14,591	13,278
Brocolli	23,245	18,692	19,473	13,686	13,558	12,535	9,024
Cottonseed	22,531	30,866	50,038	19,642	47,723	54,212	50,633
Garlic	22,477	6,500	11,758	10,730	12,691	15,224	8,032
Celery	22,039	20,777	24,647	22,411	15,533	14,418	11,476
Chickens and Products	20,929	16,647	14,938	13,701	24,970	36,588	43,801
Safflower	18,668	21,868	24,053	—	—	—	—
Asparagus	15,568	6,848	8,266	8,215	10,891	10,515	3,497
Cauliflower	15,450	13,338	16,112	13,454	—	—	—
Potatoes	15,164	9,596	12,778	7,899	9,688	5,113	6,385
TOTAL	2,838,483	2,831,398	2,905,042	3,053,163	3,311,305	4,198,165	3,997,823

Table 5

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
FIELD CROPS						
Alfalfa						
Alfalfa Hay Cubes	Stn.	311	42,235	653	83,169	
Alfalfa Meal, Dehydrated	Stn.	1	61	153	14,718	
Alfalfa Meal, Sun Cured	Stn.	0	27	5	295	
Hay and Straw	Stn.	209	27,482	390	49,607	
Alfalfa Seed, Uncertified	Lb.	1,659	1,332	3,782	3,576	
Alfalfa Seed, Certified	Lb.	38,505	11,693	47,759	22,814	
SUBTOTAL—ALL ALFALFA			82,830		174,179	47.6
Barley						
Barley, Unmilled	Bu.	229	1,300	73,512	132,607	1.0
Cotton						
Cotton: 1″ to 1⅛″	Rba.	1,393	400,232	5,041	661,932	
Cotton: Other > 1⅛″	Rba.	97	28,041	207	60,931	
Cotton Linters: Felting Grade	Lb.	310	49	2,955	425	
Cotton Linters: Other	Lb.	28,102	5,126	66,403	12,076	
SUBTOTAL—ALL COTTON			433,448		735,364	58.9
Cottonseed						
Cottonseed	Lb.	5,645	1,126	24,021	4,792	
Cottonseed Oil, Crude	Lb.	11,264	2,464	47,931	10,485	
Cottonseed Oil, Once Refined	Lb.	67,914	16,135	288,997	68,659	
Cottonseed Oil, Other	Lb.	6,696	1,579	28,495	6,718	
Cottonseed Oil, Cake & Meal	Stn.	1	174	5	741	
Cottonseed Oil, Hydrogenated	Lb.	4,120	1,053	17,531	4,482	
SUBTOTAL—ALL COTTONSEED			22,531		95,877	23.5
Dry Beans						
Lima Beans	Lb.	58,201	12,200	58,201	12,200	
White Beans	Lb.	1,274	318	6,254	1,274	
Red Kidney Beans	Lb.	11,150	3,251	11,150	3,251	
Blackeye Beans (Cowpeas)	Lb.	31,141	7,789	31,141	7,789	
Other Beans	Lb.	19,321	2,552	141,032	18,627	
Other Peas (Garbanzos)	Lb.	1,249	406	6,853	1,857	
SUBTOTAL—ALL DRY BEANS			26,516		44,998	58.9
Ladino Clover Seed						
Ladino Clover Seed	Lb.	1,269	1,985	1,269	1,985	100.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Rice						
Rice, Paddy or Rough	Lb.	33,404	1,533	903,729	55,256	
Rice, Husked, Brown, Long	Lb.	976	177	455,[illegible]7	44,134	
Rice, Husked, Brown, Medium	Lb.	48,715	3,590	104,826	9,056	
Rice, Husked, Brown, Short	Lb.	436	85	1,079	172	
Rice, Husked, Brown, Mixed	Lb.	600	136	2,830	325	
Rice, Parboiled, Other	Lb.	1,161	210	32,533	4,906	
Rice, Milled, Long	Lb.	30,771	3,546	1,882,726	217,772	
Rice, Milled, Medium	Lb.	523,158	41,246	673,516	59,368	
Rice, Milled, Short	Lb.	34,157	3,094	40,973	4,422	
Rice, Milled, Mixed	Lb.	893	98	71,647	9,504	
Rice, Milled > 74% Broken	Lb.	13	2	60,278	2,760	
Rice, Milled, Other	Lb.	1	6	170	32	
Rice, Milled, for Relief	Lb.	0	0	89,782	11,395	
Rice Byproducts	Stn.	8	1,131	17	1,588	
SUBTOTAL—ALL RICE			54,854		420,690	13.0
Safflower						
Safflower Seed	Lb.	56,860	7,451	70,068	8,486	
Safflower Oil	Lb.	30,250	11,217	33,834	13,179	
SUBTOTAL—ALL SAFFLOWER			18,668		21,665	86.2
Wheat						
Wheat, Unmilled, Relief	Bu.	0	0	18,574	68,107	
Wheat, Unmilled, Not Relief	Bu.	3,174	21,181	883,682	2,942,061	
Wheat, Flour, Relief	Cwt.	0	0	6,289	18,119	
Wheat, Flour, Not Relief	Cwt.	0	0	23,088	182,045	
Wheat, Flour, Durum & Semolina	Cwt.	0	0	653	6,110	
Wheat, Bulgur, Relief	Cwt.	418	3,138	6,921	61,568	
Wheat, Bulgur, Not Relief	Cwt.	0	1	3	24	
Wheat, Other NEC	Cwt.	9	32	29	89	
Wheat Byproducts	Stn.	0	33	32	2,555	
SUBTOTAL—ALL WHEAT			24,385		3,280,678	0.7
SUBTOTAL—ALL FIELD CROPS			666,517		4,733,864	
FRUIT AND NUT CROPS						
Almonds						
Almonds, Not Shelled	Lb.	7,990	7,416	7,990	7,416	
Almonds, Shelled	Lb.	222,346	291,293	222,346	291,293	
Almonds, Prepared/Preserved	Lb.	73,817	121,619	73,817	121,619	
SUBTOTAL—ALL ALMONDS			420,328		420,328	100.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	*Unit*	*Estimated Exports of California Origin*		*Total U.S. Exports*		*CA Exports Compared to U.S. Exports* (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	*000 $*	*000 Units*	*000 $*	*Percent*
Apricots						
Fresh Apricots (to Canada)	Lb.	1,337	702	1,686	885	
Dried Apricots (incl. Peaches, Nectarines, and Pears)	Lb.	3,755	4,678	3,755	4,678	
Apricots, Prepared/Preserved	Lb.	710	369	710	369	
SUBTOTAL—ALL APRICOTS			5,749		5,932	96.9
Avocados						
Fresh Avocados	Lb.	15,464	14,064	18,067	15,921	88.3
Dates						
Dried Dates	Lb.	6,883	5,906	6,883	5,906	100.0
Figs						
Dried Figs	Lb.	1,378	1,151	1,378	1,151	100.0
Grapes						
Fresh	Lb.	229,011	98,085	239,190	102,445	
Dried Raisins	Lb.	171,430	109,306	171,430	109,306	
Wines, Not Over 14% Alcohol	W/Gal.	5,221	25,979	5,445	27,062	
Other Wines from Grapes	W/Gal.	1,263	5,683	1,317	5,920	
Other Fermented Alcoholic Beverages	Gal.	455	1,676	475	1,746	
Grape Juice, Not Concentrated	Gal.	1,282	1,035	2,465	2,330	
Grape Juice, Concentrated, Frozen	S/S Gal.	109	209	1,934	3,477	
Grape Juice, Concentrated, Not Frozen	S/S Gal.	347	531	3,492	5,987	
Canned Mixture (16% Grapes)	Lb.	6,612	3,026	6,612	3,026	
SUBTOTAL—ALL GRAPES			245,530		277,185	88.6
Grapefruit						
Fresh Grapefruit	Lb.	136,805	29,385	621,841	133,570	22.0
Kiwifruit						
Kiwifruit	Lb.	15,426	14,805	15,426	14,805	100.0
Lemons						
Fresh Lemons	Lb.	265,831	78,335	320,278	94,380	83.0
Tangerines						
Fresh Tangerines	Lb.	15,558	3,699	21,912	5,210	71.0
Oranges						
Fresh Oranges	Lb.	767,856	197,200	862,759	221,573	89.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Olives						
Canned Olives	Lb.	2,283	1,750	2,283	1,750	
Other Olives	Lb.	943	637	943	637	
SUBTOTAL—ALL OLIVES			2,387		2,387	100.0
Peaches						
Fresh Peaches & Nectarines	Lb.	70,151	22,896	55,742	16,638	[1]
Canned Peaches	Lb.	39,440	14,321	39,440	14,321	
Canned Mixtures (45% Peaches)	Lb.	18,595	8,510	18,595	8,510	
SUBTOTAL—ALL PEACHES			45,727		39,469	[1]
Pears						
Fresh Pears	Lb.	20,460	5,300	81,553	20,794	
Canned Pears	Lb.	1,718	726	2,552	1,078	
Canned Mixtures (30% Pears)	Lb.	8,793	4,024	8,793	4,024	
SUBTOTAL—ALL PEARS			10,050		25,896	38.8
Pistachios						
Pistachios, Not Shelled	Lb.	2,808	4,456	2,808	4,456	
Pistachios, Shelled	Lb.	920	1,715	920	1,715	
Pistachios, Prepared or Preserved	Lb.	629	1,311	629	1,311	
SUBTOTAL—ALL PISTACHIOS			7,482		7,482	100.0
Plums						
Fresh Plums	Lb.	55,832	23,833	52,094	20,129	[1]
Prunes						
Dried Prunes	Lb.	118,293	72,909	118,293	72,909	100.0
Walnuts						
Walnuts, Not Shelled or Preserved	Lb.	99,292	72,900	99,292	72,900	
Walnuts, Shelled	Lb.	18,801	22,024	18,801	22,024	
SUBTOTAL—ALL WALNUTS			94,924		94,924	100.0
SUBTOTAL—ALL FRUITS & NUTS			1,273,464		1,459,157	
VEGETABLES, SEEDS, BERRIES, AND NURSERY PRODUCTS						
Asparagus						
Fresh Asparagus	Lb.	11,206	15,317	14,079	17,639	
Canned Asparagus	Lb.	316	251	1,399	1,419	
SUBTOTAL—ALL ASPARAGUS			15,568		19,058	81.7

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	*Unit*	*Estimated Exports of California Origin*		*Total U.S. Exports*		*CA Exports Compared to U.S. Exports* (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	*000 $*	*000 Units*	*000 $*	*Percent*
Broccoli						
Fresh Broccoli	Lb.	91,418	23,245	94,657	24,090	96.5
Cabbage						
Fresh Cabbage	Lb.	13,239	1,485	13,848	1,531	97.0
Carrots						
Fresh Carrots	Lb.	61,021	11,533	58,965	11,119	[1]
Frozen Carrots	Lb.	1,197	351	5,984	1,757	
SUBTOTAL—ALL CARROTS			11,884		12,876	92.3
Cauliflower						
Fresh Cauliflower	Lb.	57,607	15,450	63,380	16,974	91.0
Celery						
Fresh Celery	Lb.	129,000	22,039	181,036	24,900	88.5
Garlic						
Fresh Garlic	Lb.	6,156	4,553	7,133	4,733	
Dried Garlic	Lb.	10,850	17,924	10,850	17,924	
SUBTOTAL—ALL GARLIC			22,477		22,657	99.2
Lettuce						
Fresh Lettuce	Lb.	283,843	35,632	372,869	47,093	75.7
Melons						
Fresh Melons	Lb.	70,350	17,709	83,065	21,156	83.7
Onions						
Fresh Onions	Lb.	48,240	6,828	175,190	21,392	
Dried Onions	Lb.	29,974	21,659	32,738	28,440	
SUBTOTAL—ALL ONIONS			28,487		49,832	57.2
Peppers						
Fresh Peppers	Lb.	15,902	3,422	71,453	12,038	28.4
Potatoes						
Fresh Potatoes	Lb.	91,515	15,160	209,068	35,082	
Potatoes for Seed	Lb.	62	4	14,247	1,001	
SUBTOTAL—ALL POTATOES			15,164		36,083	42.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Tomatoes						
Fresh Tomatoes	Lb.	59,161	17,087	219,214	63,540	
Canned Tomato Pulp (Puree)	Lb.	690	247	812	291	
Canned Tomato Sauce (Ex. Chili)	Lb.	5,259	1,832	6,187	2,155	
Canned Tomato Paste	Lb.	14,649	5,651	17,234	6,648	
Canned Other Tomatoes —	Lb.	11,821	2,172	13,907	2,555	
Tomato Juice and Vegetable Juice (> 70% Tomato)	Gal.	1,344	2,593	1,581	3,051	
Catsup and Chili Sauce	Lb.	16,067	6,455	18,902	7,594	
SUBTOTAL—ALL TOMATOES			36,037		85,834	42.0
Vegetable Seeds						
Carrot Seed	Lb.	64	298	1,576	2,765	
Onion Seed	Lb.	232	2,298	796	5,265	
Pepper Seed	Lb.	34	267	457	1,389	
Radish Seed	Lb.	600	712	4,908	5,677	
Spinach Seed	Lb.	52	72	2,522	2,678	
Cantaloupe Seed	Lb.	130	540	442	1,436	
Cucumber Seed	Lb.	641	2,864	1,062	4,857	
Lettuce Seed	Lb.	188	841	347	1,415	
Squash Seed	Lb.	142	830	1,079	3,043	
Tomato Seed	Lb.	154	1,391	918	9,758	
Watermelon Seed	Lb.	1,194	3,955	2,162	6,942	
Veg. Seed N.S.P.F.	Lb.	5,087	24,027	13,890	43,305	
Seeds N.S.P.F.	Lb.	5,993	9,397	20,821	22,381	
SUBTOTAL—ALL VEGETABLE SEEDS			47,492		110,911	42.8
Strawberries						
Fresh Strawberries	Lb.	47,363	51,811	49,890	54,335	
Frozen Strawberries	Lb.	6,177	3,634	8,462	4,978	
SUBTOTAL—ALL STRAWBERRIES			55,445		59,313	93.5
Nursery Products						
Cut Flowers	—		2,033		4,578	
Other Cut Plant Materials	—		9,250		20,833	
Bulbs, Roots, Corms, Etc.	—		426		3,122	
Fruit and Nut Plants	—		1,593		4,441	
Rose Plants	—		1,067		2,133	
Nursery Stocks, N.S.P.F.	—		6,812		27,139	
Flower Seeds	Lb.		7,824		8,693	
SUBTOTAL—ALL FLOWERS AND PLANTS			29,005		70,939	40.9
SUBTOTAL—ALL VEGETABLES, NURSERY PRODUCTS, SEEDS, MELONS AND BERRIES			380,541		615,285	

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
LIVESTOCK AND POULTRY						
Beef, Cattle and Products						
Beef Bulls, for Breeding	No.	0	7	8	12,016	
Beef Females, for Breeding	No.	0	122	13	18,542	
Cattle, Not for Breeding	No.	0	44	41	20,675	
Beef, Fresh or Frozen, with Bone	Lb.	4,494	2,726	103,428	62,738	
Beef, Fresh or Frozen, w/o Bone	Lb.	11,419	22,317	262,813	513,626	
Veal, Fresh or Frozen	Lb.	193	227	4,448	5,222	
Beef Tongues, Fresh or Frozen	Lb.	2,918	3,373	67,149	77,633	
Beef Livers, Fresh or Frozen	Lb.	5,436	1,990	125,104	45,808	
Other Beef Offal	Lb.	10,665	7,021	245,449	161,583	
Veal Offal	Lb.	99	90	2,288	2,067	
Beef, Excluding Carcass	Lb.	513	1,018	11,817	23,419	
Veal, Excluding Carcass	Lb.	14	30	316	692	
Beef and Veal, Canned	Lb.	88	81	2,018	1,870	
Beef and Veal, Otherwise Prepared	Lb.	386	633	8,877	14,568	
Whole Cattle Hides	Pc.	1,004	45,460	26,481	1,199,626	
Whole Calf Skins	Pc.	84	910	2,220	24,013	
Cut Cattle Hides/Spec. Cuts	Pc.	18	368	482	9,724	
Other Cut Cattle Hides	Lb.	2,544	538	67,132	14,197	
Tallow, Edible	Lb.	2,182	381	57,578	10,042	
Tallow, Inedible	Lb.	94,317	13,278	2,488,880	350,372	
SUBTOTAL—ALL CATTLE & PRODUCTS			100,614		2,568,433	3.9
Dairy, Cattle and Products						
Dairy Bulls, for Breeding	No.	—	205	4	6,872	
Dairy Females, for Breeding	No.	9	6,640	40	50,621	
Fluid Milk and Cream	Gal.	289	869	3,022	7,215	
Evap. Milk and Cream, Evap. Milk and Cream, Canned	Lb.	1,839	1,003	5,039	2,728	
Condensed Milk and Cream, Canned	Lb.	188	50	934	259	
Evap. or Cond. Milk and Cream, Bulk	Lb.	220	81	4,846	1,285	
Nonfat Dry Milk, Relief	Lb.	31,438	843	327,623	89,057	
Nonfat Dry Milk, Not Relief	Lb.	14,281	4,406	437,636	127,536	
Other Dried Milk and Cream	Lb.	1,511	548	44,764	14,802	
Butter	Lb.	304	263	13,574	10,601	
Cheddar Cheese	Lb.	286	468	9,322	5,389	
Am. Type Cheeses, Excl. Cheddar	Lb.	825	846	10,007	8,644	
All Other Cheeses	Lb.	827	1,181	8,080	11,407	
Infant's Dried Milk Base Supplement	Lb.	185	240	5,894	9,547	
Other Dried Milk Base/Diet Supplement	Lb.	521	624	5,639	6,739	
Ice Cream	Gal.	947	2,266	1,772	4,359	
Milk Products, NEC	—	n/a	940	n/a	4,344	

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1986

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		CA Exports Compared to U.S. Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 $	000 Units	000 $	Percent
Whey, Fluid	Gal.	0	0	15	81	
Whey, Dried	Lb.	9,139	2,726	67,985	21,144	
Yogurt and Fermented Milk	Lb.	180	86	1,844	1,043	
SUBTOTAL—ALL DAIRY CATTLE AND PRODUCTS			24,285		383,672	6.3
Sheep						
Sheep, Live	No.	14	644	122	5,596	
Sheep/Lamb Meat, Fresh or Frozen	Lb.	141	286	1,225	2,487	
Sheep and Lamb Offal	Lb.	1,165	641	10,125	5,565	
Whole Skins, Sheep, Lambs, with Wool	No.	174	1,127	1,516	9,794	
Sheep, Lamb Skins w/o Wool	No.	389	2,166	3,383	18,817	
SUBTOTAL—ALL SHEEP, LAMB AND PRODUCTS			4,864		42,259	11.5
Chickens						
Baby Chicks, Breeder Stock	No.	71	303	12,666	43,052	
Baby Chicks, Excl. Breeder Stock	No.	73	47	7,351	3,806	
Chickens, Fresh/Frozen Whole/Young	Lb.	827	512	70,201	37,072	
Other Chickens, Fresh/Frozen, Whole	Lb.	99	58	13,761	7,062	
Chicken Parts, Fresh or Frozen	Lb.	7,033	3,743	483,445	225,620	
Eggs for Hatching	Doz.	61	856	14,629	30,159	
Other Eggs, in Shell	Doz.	4,764	2,973	11,158	9,128	
Dried Egg Whites	Lb.	1,913	3,090	6,060	10,662	
Dried Whole Eggs	Lb.	1,087	2,211	1,977	3,817	
Egg Whites, Not Dried	Lb.	5,570	2,235	22,412	13,743	
Other Eggs, Not Dried	Lb.	8,776	4,901	25,525	13,252	
SUBTOTAL—ALL CHICKENS AND PRODUCTS			20,929		397,373	5.3
Turkeys						
Turkey Poults, Live	No.	12	48	1,617	1,371	
Whole Turkeys, Fresh or Frozen	Lb.	1,826	1,712	6,955	5,972	
Turkey Parts, Fresh or Frozen	Lb.	4,595	2,168	18,545	8,253	
SUBTOTAL—ALL TURKEYS AND PRODUCTS			3,928		15,596	25.2
SUBTOTAL—ALL LIVESTOCK			154,620		3,407,333	4.5
TOTAL—PRINCIPAL COMMODITIES			2,320,522			
TOTAL—ALL OTHER COMMODITIES			363,341			
TOTAL—ALL AGRICULTURAL EXPORTS			2,838,483		26,046,000	10.9

[1]*Canadian data exceeds U.S.—discrepancy has not been resolved.*

Data Guidelines

- Because data sources often differ in what is included or excluded, various export studies may report different numbers depending on the items and trade patterns included.
- The California Agricultural Statistics Service and the U.S. Department of Commerce are constantly updating and revising data. The most recent available revision was used at the time of the assembly of this report: June–September, 1987.
- Shipments under the federal Agricultural Trade Development Assistance Act and Act for International Development are included.
- Agricultural commodities in this report consist of nonmarine food products and agricultural products that have not passed through complex manufacturing processes. This includes raw hides and skins, vegetable and animal fats and olives, and unrefined wines.

Data Not Included

- Manufactured items such as textiles, leather, boots and shoes, baked goods and distilled alcoholic beverages are not included.
- Shipments between the 50 states, Puerto Rico and U.S. island possessions (Virgin Islands, Guam, etc).
- Shipments in transit from one country to another through the U.S.
- Shipments to U.S. Armed Forces and Diplomatic Missions abroad for their own use.

California Agricultural Export Market Development Program

The program is a result of the sharp decline in the State's agricultural exports and became effective January 1, 1986 when Assembly Bill 1423 became law. It encourages and promotes the sale of California's agricultural products in foreign markets by providing $2.1 million through June 1986, and calls for an annual appropriation of $5 million each succeeding year through 1990.

The California program provides individual firms and commodity groups involved in exporting California agricultural products the opportunity to apply for matching State funds to promote their products directly in the international marketplace. It is a positive step to help agriculture meet the demands of the fiercely competitive and protective world market and is the first "cooperator" program instituted by any state.

Those interested in applying for matching funds for export promotion should contact the Export Promotion Program, Director's Office, Department of Food and Agriculture, 1220 N Street, Room 409, Sacramento, CA 95814, (916) 322-4339.

CALIFORNIA AGRICULTURAL STATISTICS SERVICE

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DEPARTMENT OF AGRICULTURE
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